



PRESS RELEASE

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Con J. Franke Electric Relies on Comcast Business to Provide Workers with High-Speed Internet Anytime, Anywhere

Comcast Business Ethernet provides the electric company with fast internet speeds and a reliable network service for its hosted virtual desktop environment

LIVERMORE, Calif. – February 7, 2017 – [Comcast Business](#) today announced that [Con J. Franke Electric Inc.](#) is using Comcast's secure, reliable and high-capacity Ethernet network to power its hosted virtual desktop environment and provide employees with high-speed internet at its Stockton, California, office as well as on the road.

Established in 1925 as "Commercial Electric," Con J. Franke has grown to provide electrical services for a broad range of organizations, from water/wastewater treatment and industrial facilities, to marinas, hospitals and academic institutions. The company recently outsourced its IT operations to [Point 1 IT](#). The first order of business for Point 1 was to upgrade Con J. Franke's entire network by moving all servers and computers to its Hosted Cloud Service. With this new model – along with Point 1's Desktop-as-a-Service offering and a 100 Megabit-per-second (Mbps) Comcast [Ethernet Private Line](#) – Con J. Franke employees now benefit from network connectivity virtually anywhere.

"The relationship with Comcast Business is a major win for both Point 1 and Con J. Franke," said Shane Stoltenberg, director of construction at Point 1. "The company's Ethernet services help us provide a reliable virtualized network, which translates to better customer service. And Con J. Franke staff can leverage its hosted virtual desktop environment to remain connected to their computers in the cloud anytime, anywhere and from any device."

Point 1 also upgraded Con J. Franke's antiquated T1 lines to a 20 Mbps [Ethernet Dedicated Internet](#) service from Comcast, providing workers with fast internet speeds both in the office and on-the-road. The electric company is also using Comcast [Business VoiceEdge™](#), a cloud-based voice and unified communications (UC) solution, as well as Comcast Business Internet for redundancy and guest Wi-Fi.

"Our employees are always out in the field, and, prior to Comcast, they struggled to connect to a slow VPN connection that just did not allow for effective information sharing," said Barry Frain, president of Con J. Franke. "With increased capacity from Comcast's network, our workers now benefit from fast internet speeds in the office and have full access to their desktops at any location. Not only has Comcast helped us enhance the user experience for our staff, but we've been able to better service our customers as well."

Through its partnership with Point 1 and Comcast Business, Con J. Franke now benefits from enterprise-level network and IT support, without the associated cost.

"We live in a mobile world, and, to remain competitive, companies now need to offer their workers easy access to bandwidth-intensive applications and the internet, regardless of whether they are in the office, in the field or working remotely," said Ted Girdner, Comcast's regional vice president of Business Services for California. "Comcast's high-capacity network services accommodate these demands, and Con J. Franke is a perfect example of how fast, reliable and secure connectivity can not only provide technological benefits, but deliver business value as well."

About Con J. Franke Electric Inc.:

In pre-1925, Conrad James Franke and C.D. Bass started Commercial Electric, specializing in

"everything electrical." C.D. Bass eventually sold his share of the business to Conrad, at which time Conrad changed the name of the company to Con J Franke Electric. Over the years, the company has grown to provide electrical services for a broad range of organizations, from water/waste water treatment and industrial facilities, to marinas, hospitals and academic institutions. For more information, please visit: <http://www.cjfranke.com/>.

About Point 1 IT:

Point 1 IT provides small-to-medium sized business with enterprise-level IT networks, while saving them, on average, between five and 30 percent on annual IT costs. The company recreates corporate networks in a cloud-hosted environment, eliminating costs typically allocated for on-premises equipment. Point 1 also provides IT professional services through its 24x7 Help Desk and base of in-house certified network engineers. The combination of cloud-hosted networks and always-available professional services allows Point 1 to help its customers achieve technological and business benefits, such as increased worker productivity and the flexibility to focus on more strategic issues tied to the bottom line. For more information, please visit: <http://www.point1it.com/>.

About Comcast Business:

Comcast Business offers Ethernet, Internet, Wi-Fi, Voice, TV and Managed Enterprise Solutions to help organizations of all sizes transform their business. Powered by a next-generation, fiber-based network, and backed by 24/7 technical support, Comcast Business is one of the largest contributors to the growth of Comcast Cable. Comcast Business is the nation's largest cable provider to small and mid-size businesses and has emerged as a force in the Enterprise market; recognized over the last two years by leading industry associations as one of the fastest growing provider of Ethernet services.

For more information, call 866-429-3085. Follow on Twitter @ComcastBusiness and on other social media networks at <http://business.comcast.com/social>.

About Comcast Cable:

Comcast Cable is one of the nation's largest video, high-speed Internet and phone provider to residential customers under the XFINITY brand and also provides these services to businesses. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications and home management offerings. Comcast Corporation (Nasdaq: CMCSA, CMCSK) is a global media and technology company. Visit www.comcastcorporation.com for more information.

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